

**Austin USEAC
Export Achievement Certificate
Award Presentations**

May 17, 2002 – U.S. Commerce Department. Deputy Assistant Secretary Neal Burnham, presented Austin company **Flare Industries, Inc.** with the U.S. Commercial Service's Export Achievement Certificate. The award recognizes U.S. businesses that have made their first or a significant new to market export sale. "Most jobs in America are created by small companies. Small and mid-sized companies like Flare Industries, Inc. comprise almost 97 percent of U.S. exporters," said Deputy Assistant Secretary Neal Burnham.

Flare Industries designs and fabricates a wide variety of elevated flare systems that provide efficient smokeless combustion generated by some of the following industries: petroleum, refining and production, chemical processing, offshore production, chemical loading, natural gas production and bio-gas handling. Flare Industries took advantage of the Commercial Service Gold Key Matching Services in Brazil. The Gold Key Service pre-qualifies potential distributors and other partners, and arranges meetings with them for the visiting businessperson, with the criteria established by the company. In preparation of the trip, the Austin U.S. Export Assistance Center also provided the client with background information on the oil and gas industry with an Industry Sector Analysis Report. Flare Industries was successful in finding a representation with the Gold Key Matching Service and made their first new-to-market sale to Brazil. They have also expanded into other foreign markets using this service.

July 17, 2002 – A public-private sector working relationship that helped **Schlotzsky's, Inc.** land and expand in China resulted in the Company being awarded the Export Achievement Certificate by its guide to the China market, the U.S. Department of Commerce. "We celebrate the great cooperative effort that has helped Schlotzsky's enter and succeed in the China market," said Bruce W. Blakeman, Deputy Assistant Secretary for Domestic Operations of the US and Foreign Commercial Service of the US Department of Commerce. Blakeman presented the award to Schlotzsky's on Tuesday July 16th in a noontime ceremony at the Company's corporate offices in downtown Austin.

Schlotzsky's began working with the US Department of Commerce in 1998 to plan its opening in China. The first Schlotzsky's® Deli in Beijing opened in 2000. There are now four Schlotzsky's® Deli's in or near Beijing.

"We're believers and enthusiasts when it comes to the US Department of Commerce. They've provided know-how and practical assistance on everything from translation to transportation to trade official meetings," said Karl Martin, Senior Vice President of Schlotzsky's, Inc., who has worked with the Austin office of the US Commerce Department on the Company's international expansion. Including China, Schlotzsky's now has 23 restaurants in 8 foreign countries ranging from Argentina to Turkey.

"We selected Schlotzsky's as an example for mid-sized businesses looking to expand and wanting to make use of the wide-ranging services we offer. It's rewarding to see the successes that result," said Karen C. Parker, the specialist who manages the US Commerce Department's Austin Export Assistance Center.

